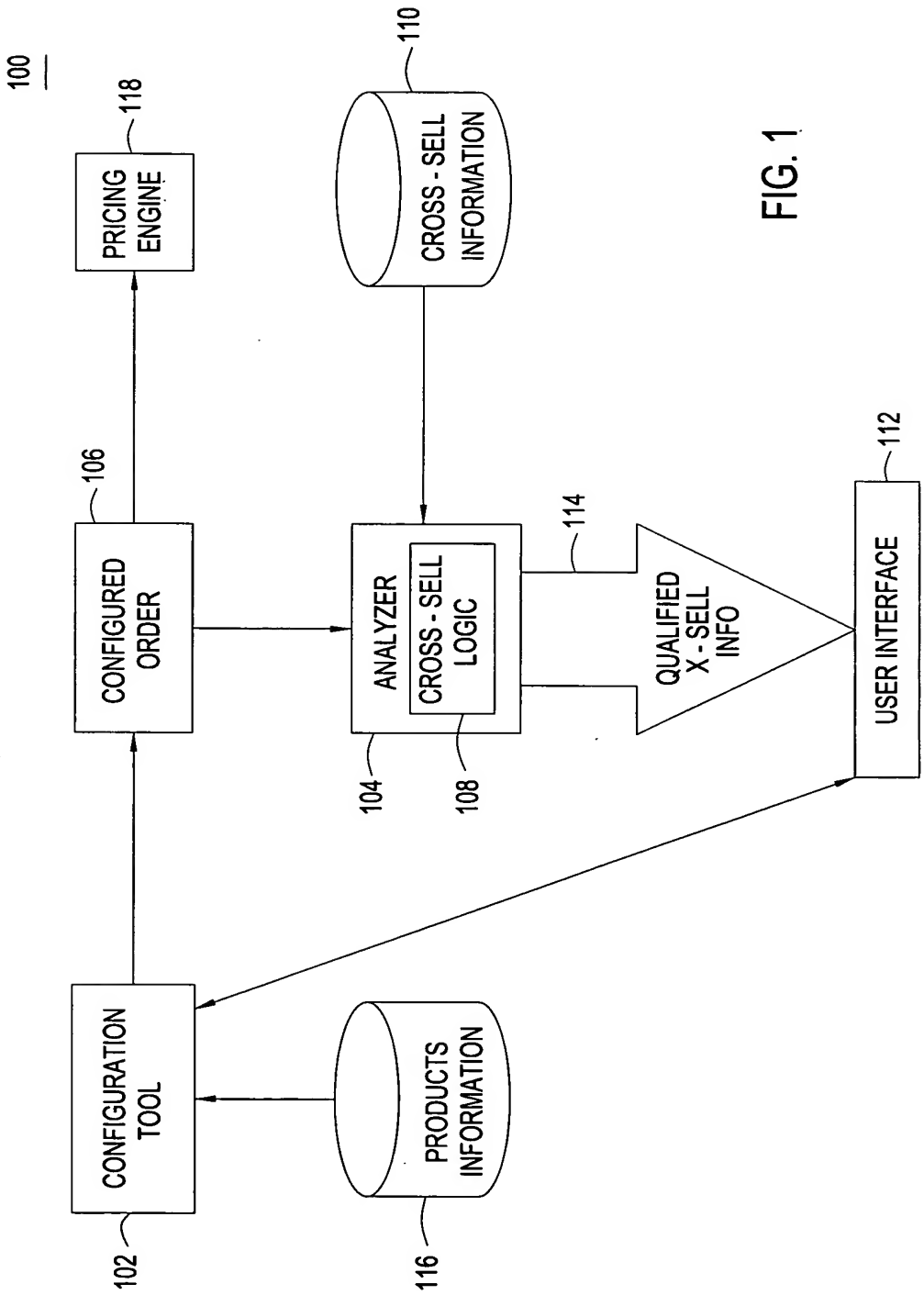

100
PRICING ENGINE
118
CROSS - SELL INFORMATION
110
CONFIGURED ORDER
106
ANALYZER
CROSS - SELL LOGIC
104
108
114
QUALIFIED X - SELL INFO
USER INTERFACE
112
CONFIGURATION TOOL
102
PRODUCTS INFORMATION
116

FIG. 1

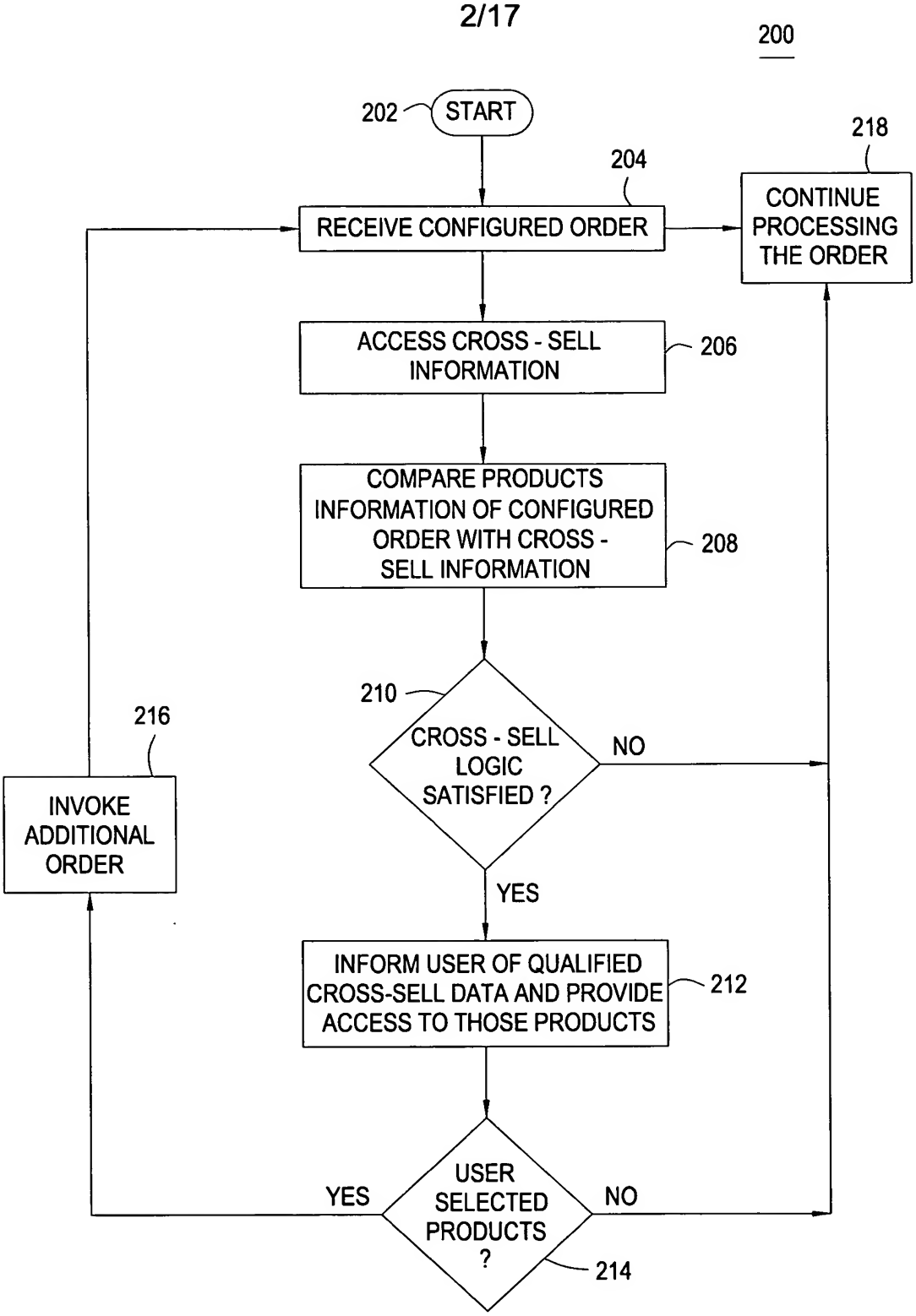

200
202
START
204
RECEIVE CONFIGURED ORDER
218
CONTINUE PROCESSING THE ORDER
ACCESS CROSS - SELL INFORMATION
206
COMPARE PRODUCTS INFORMATION OF CONFIGURED ORDER WITH CROSS - SELL INFORMATION
208
210
CROSS - SELL LOGIC SATISFIED ?
NO
YES
216
INVOKE ADDITIONAL ORDER
INFORM USER OF QUALIFIED CROSS-SELL DATA AND PROVIDE ACCESS TO THOSE PRODUCTS
212
USER SELECTED PRODUCTS ?
YES
NO
214

FIG. 2

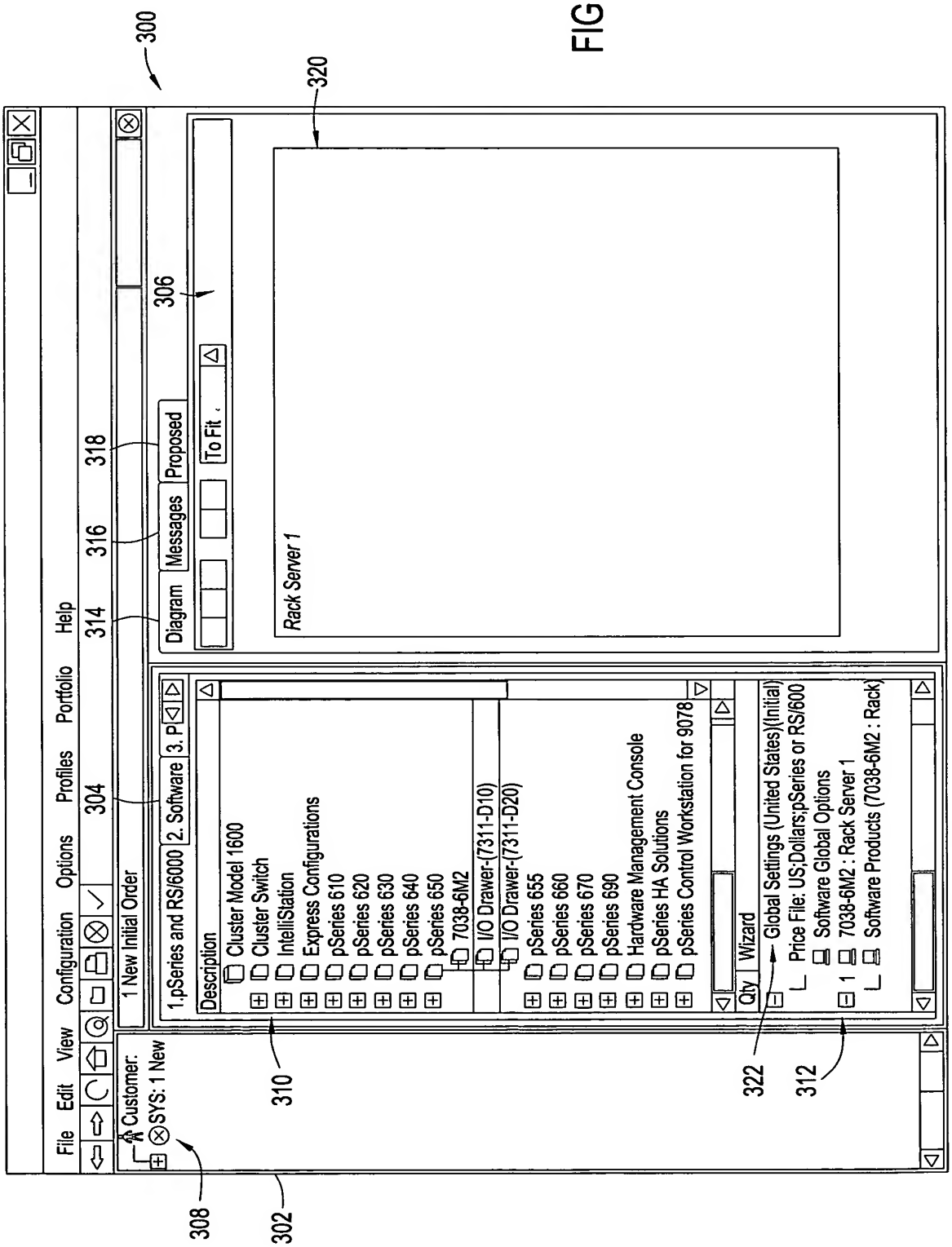

300
320
306
318
316
314
304
310
322
312
308
302
File Edit View Configuration Options Profiles Portfolio Help
Customer:
SYS: 1 New
1 New Initial Order
1.pSeries and RS/6000
2. Software
3. P
Description
Cluster Model 1600
Cluster Switch
IntelliStation
Express Configurations
pSeries 610
pSeries 620
pSeries 630
pSeries 640
pSeries 650
7038-6M2
I/O Drawer-(7311-D10)
I/O Drawer-(7311-D20)
pSeries 655
pSeries 660
pSeries 670
pSeries 690
Hardware Management Console
pSeries HA Solutions
pSeries Control Workstation for 9078
Qty
Wizard
Global Settings (United States)(Initial)
Price File: US;Dollars;pSeries or RS/600
Software Global Options
1 7038-6M2 : Rack Server 1
Software Products (7038-6M2 : Rack)
Diagram
Messages
Proposed
To Fit
Rack Server 1

FIG. 3

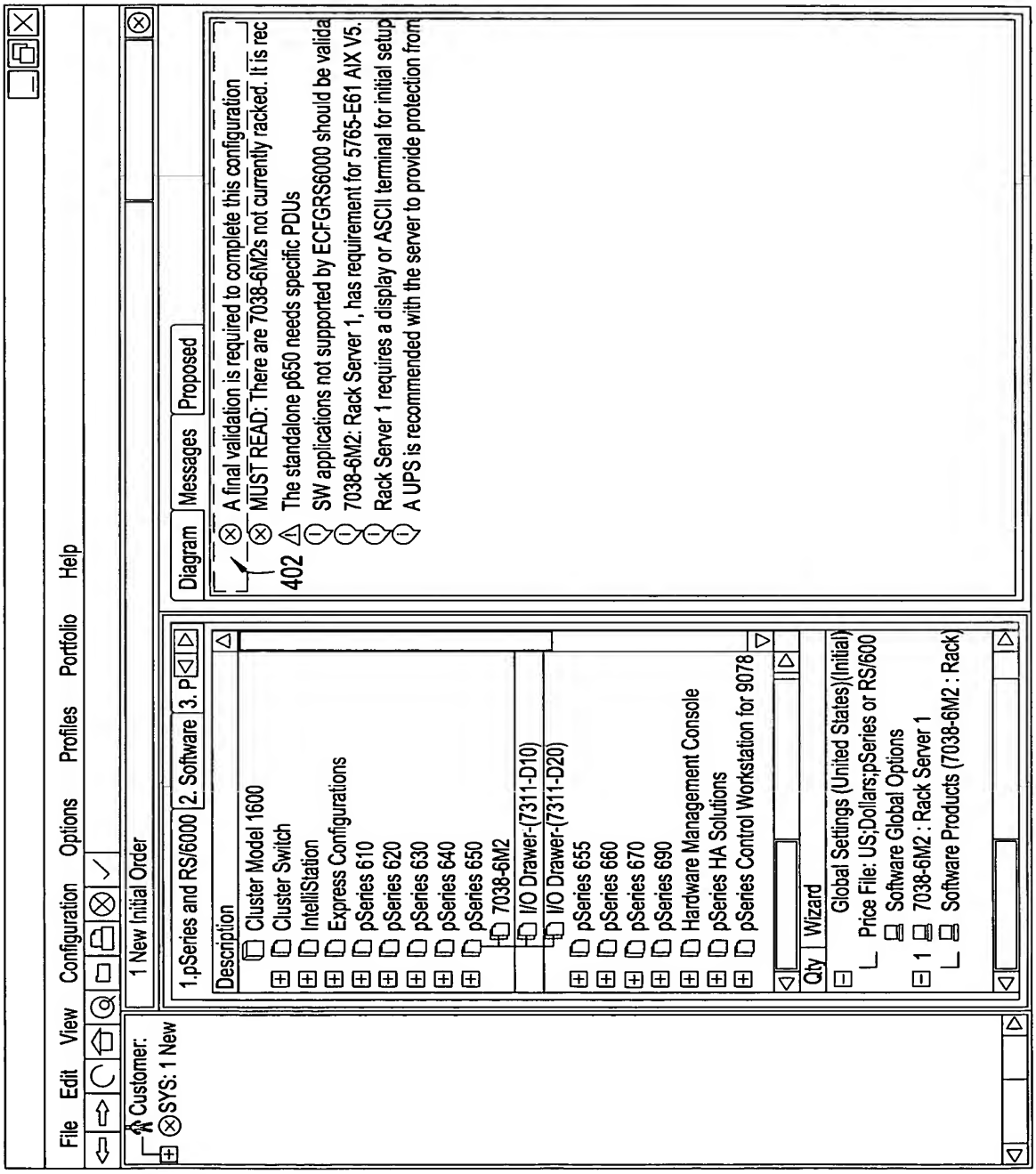

File Edit View Configuration Options Profiles Portfolio Help
Customer:
SYS: 1 New
1 New Initial Order
1.pSeries and RS/6000
2. Software
3. P
Description
Cluster Model 1600
Cluster Switch
IntelliStation
Express Configurations
pSeries 610
pSeries 620
pSeries 630
pSeries 640
pSeries 650
7038-6M2
I/O Drawer-(7311-D10)
I/O Drawer-(7311-D20)
pSeries 655
pSeries 660
pSeries 670
pSeries 690
Hardware Management Console
pSeries HA Solutions
pSeries Control Workstation for 9078
Qty
Wizard
Global Settings (United States)(Initial)
Price File: US;Dollars;pSeries or RS/600
Software Global Options
1 7038-6M2 : Rack Server 1
Software Products (7038-6M2 : Rack)
Diagram
Messages
Proposed
A final validation is required to complete this configuration
MUST READ: There are 7038-6M2s not currently racked. It is rec
402
The standalone p650 needs specific PDUs
SW applications not supported by ECFGRS6000 should be valida
7038-6M2: Rack Server 1, has requirement for 5765-E61 AIX V5.
Rack Server 1 requires a display or ASCII terminal for initial setup
A UPS is recommended with the server to provide protection from

FIG. 4

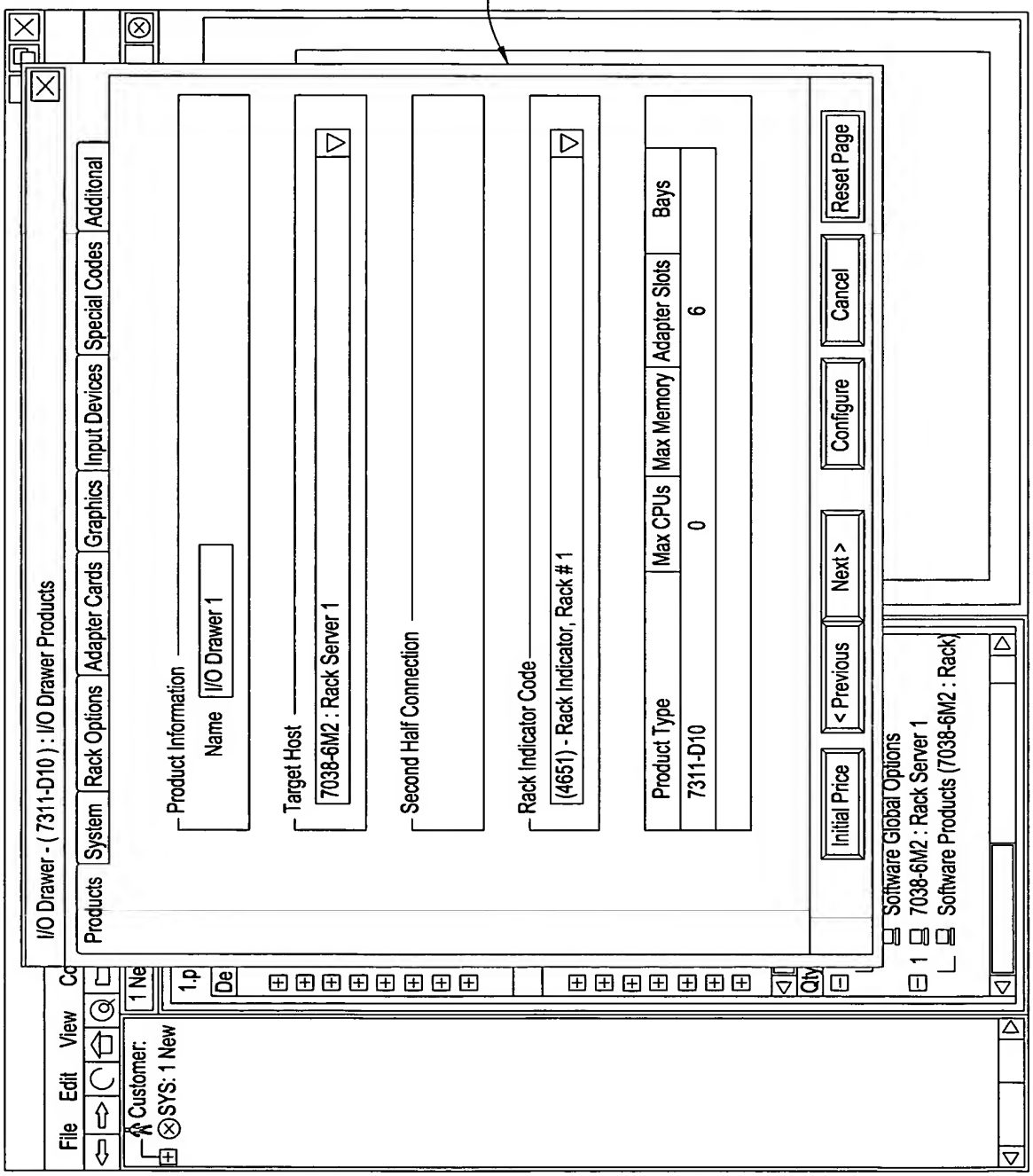

500
I/O Drawer - (7311-D10) : I/O Drawer Products
Products
System
Rack Options
Adapter Cards
Graphics
Input Devices
Special Codes
Additonal
Product Information
Name
I/O Drawer 1
Target Host
7038-6M2 : Rack Server 1
Second Half Connection
Rack Indicator Code
(4651) - Rack Indicator, Rack # 1
Product Type
Max CPUs
Max Memory
Adapter Slots
Bays
7311-D10
0
6
Initial Price
< Previous
Next >
Configure
Cancel
Reset Page
Software Global Options
7038-6M2 : Rack Server 1
Software Products (7038-6M2 : Rack)
File
Edit
View
Customer:
SYS: 1 New

FIG. 5

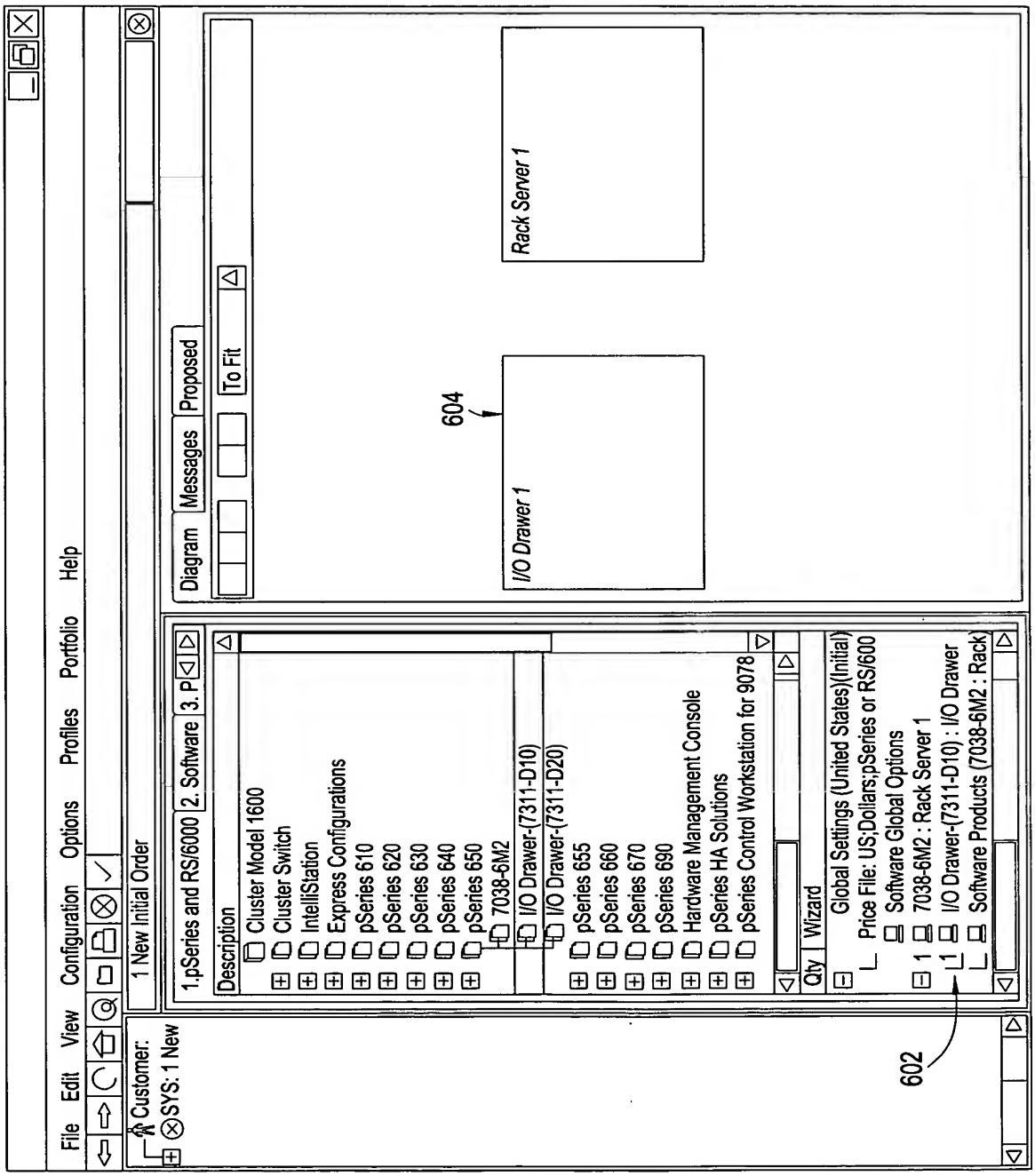

File Edit View Configuration Options Profiles Portfolio Help
Customer:
SYS: 1 New
1 New Initial Order
1.pSeries and RS/6000
2. Software
3. P
Description
Cluster Model 1600
Cluster Switch
IntelliStation
Express Configurations
pSeries 610
pSeries 620
pSeries 630
pSeries 640
pSeries 650
7038-6M2
I/O Drawer-(7311-D10)
I/O Drawer-(7311-D20)
pSeries 655
pSeries 660
pSeries 670
pSeries 690
Hardware Management Console
pSeries HA Solutions
pSeries Control Workstation for 9078
Qty
Wizard
Global Settings (United States)(Initial)
Price File: US;Dollars;pSeries or RS/600
Software Global Options
1 7038-6M2 : Rack Server 1
1 I/O Drawer-(7311-D10) : I/O Drawer
Software Products (7038-6M2 : Rack)
Diagram
Messages
Proposed
To Fit
I/O Drawer 1
Rack Server 1
604
602

FIG. 6

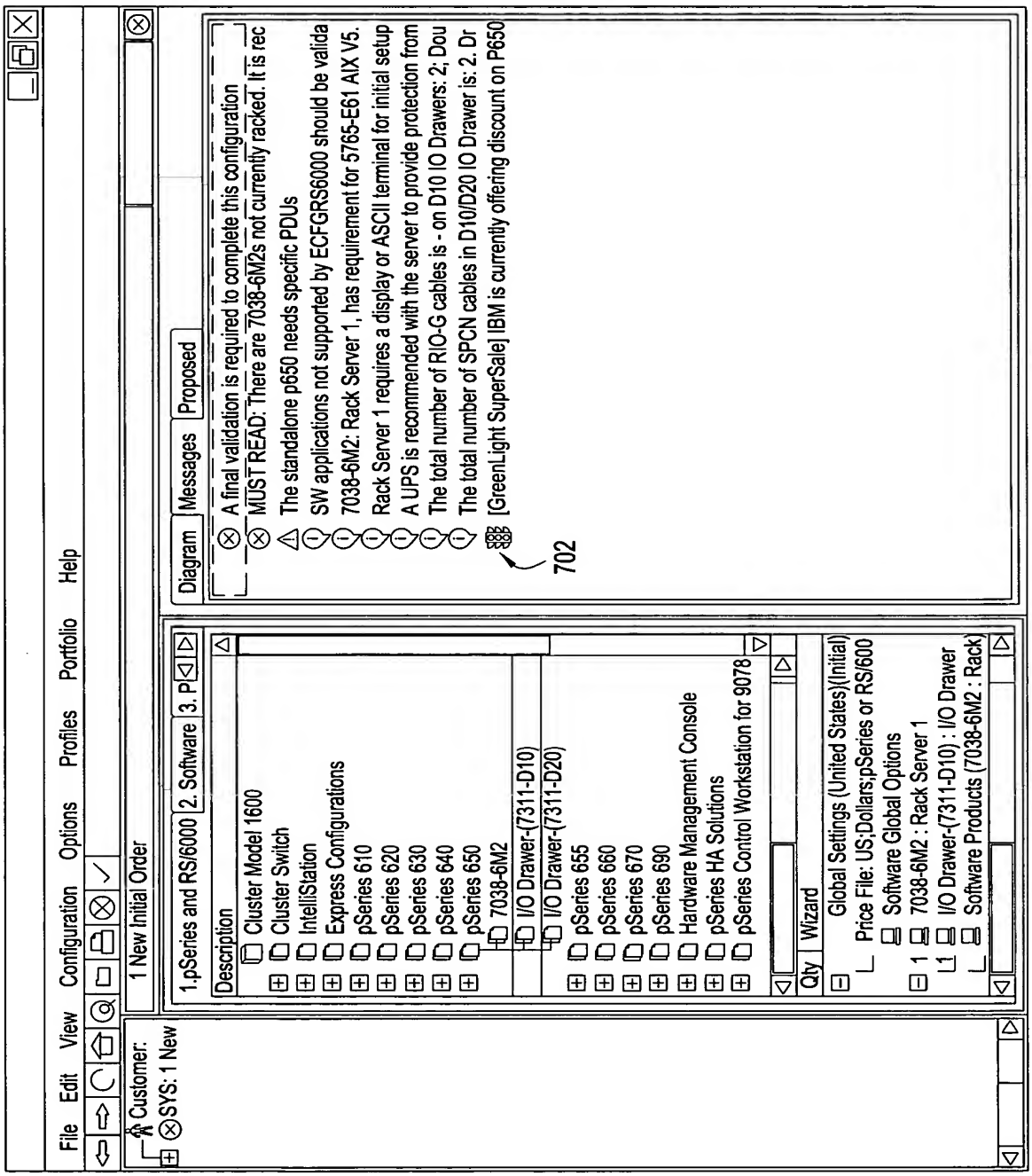

File Edit View Configuration Options Profiles Portfolio Help
Customer:
SYS: 1 New
1 New Initial Order
1.pSeries and RS/6000
2. Software
3. P
Description
Cluster Model 1600
Cluster Switch
IntelliStation
Express Configurations
pSeries 610
pSeries 620
pSeries 630
pSeries 640
pSeries 650
7038-6M2
I/O Drawer-(7311-D10)
I/O Drawer-(7311-D20)
pSeries 655
pSeries 660
pSeries 670
pSeries 690
Hardware Management Console
pSeries HA Solutions
pSeries Control Workstation for 9078
Qty
Wizard
Global Settings (United States)(Initial)
Price File: US;Dollars;pSeries or RS/600
Software Global Options
1 7038-6M2 : Rack Server 1
I/O Drawer-(7311-D10) : I/O Drawer
Software Products (7038-6M2 : Rack)
Diagram
Messages
Proposed
A final validation is required to complete this configuration
MUST READ: There are 7038-6M2s not currently racked. It is rec
The standalone p650 needs specific PDUs
SW applications not supported by ECFGRS6000 should be valida
7038-6M2: Rack Server 1, has requirement for 5765-E61 AIX V5.
Rack Server 1 requires a display or ASCII terminal for initial setup
A UPS is recommended with the server to provide protection from
The total number of RIO-G cables is - on D10 IO Drawers: 2; Dou
The total number of SPCN cables in D10/D20 IO Drawer is: 2. Dr
[GreenLight SuperSale] IBM is currently offering discount on P650
702

FIG. 7

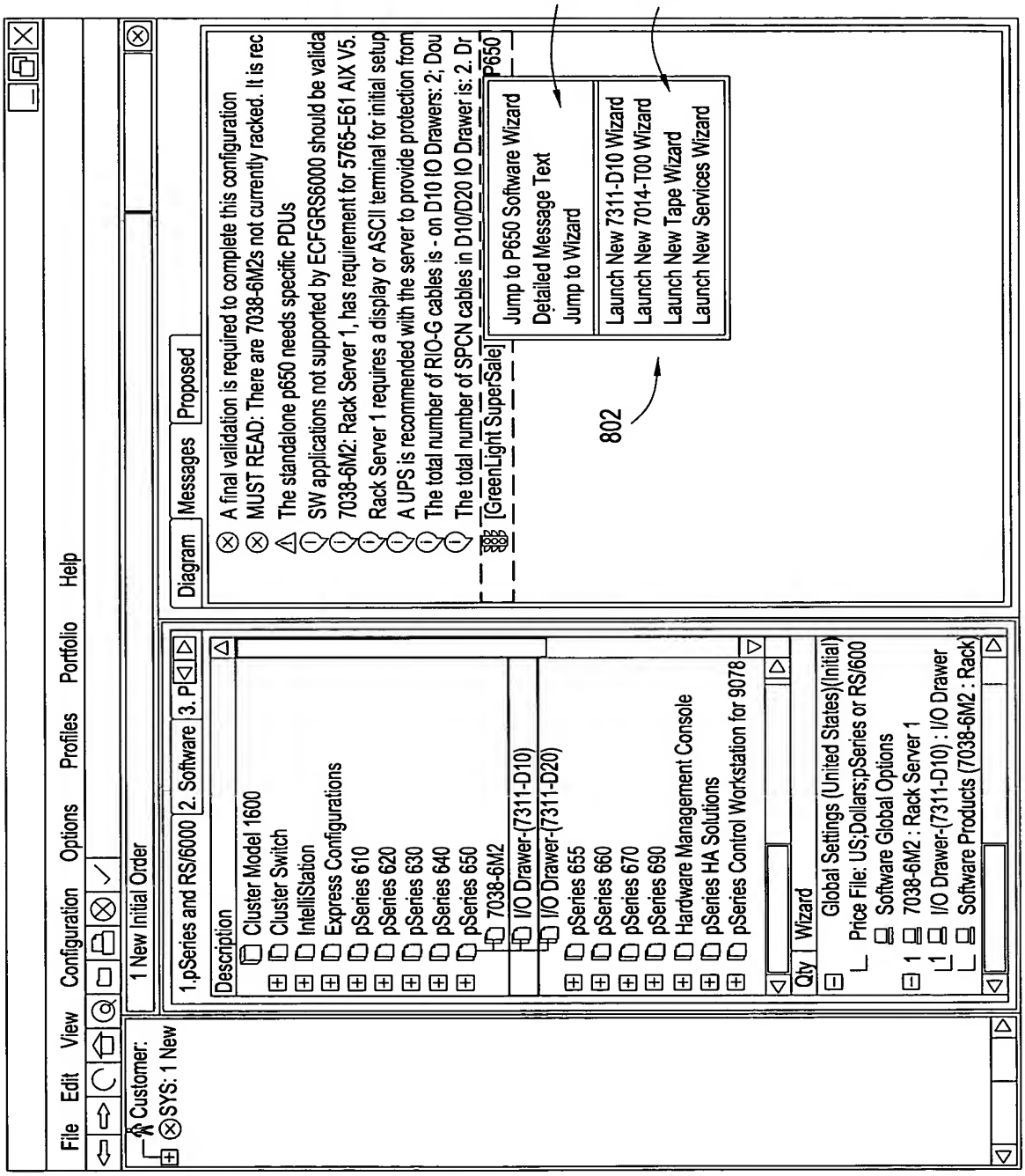

File Edit View Configuration Options Profiles Portfolio Help
Customer:
SYS: 1 New
1 New Initial Order
1.pSeries and RS/6000
2. Software
3. P
Description
Cluster Model 1600
Cluster Switch
IntelliStation
Express Configurations
pSeries 610
pSeries 620
pSeries 630
pSeries 640
pSeries 650
7038-6M2
I/O Drawer-(7311-D10)
I/O Drawer-(7311-D20)
pSeries 655
pSeries 660
pSeries 670
pSeries 690
Hardware Management Console
pSeries HA Solutions
pSeries Control Workstation for 9078
Qty
Wizard
Global Settings (United States)(Initial)
Price File: US;Dollars;pSeries or RS/600
Software Global Options
1 7038-6M2 : Rack Server 1
1 I/O Drawer-(7311-D10) : I/O Drawer
Software Products (7038-6M2 : Rack)
Diagram
Messages
Proposed
A final validation is required to complete this configuration
MUST READ: There are 7038-6M2s not currently racked. It is rec
The standalone p650 needs specific PDUs
SW applications not supported by ECFGRS6000 should be valida
7038-6M2: Rack Server 1, has requirement for 5765-E61 AIX V5.
Rack Server 1 requires a display or ASCII terminal for initial setup
A UPS is recommended with the server to provide protection from
The total number of RIO-G cables is - on D10 IO Drawers: 2; Dou
The total number of SPCN cables in D10/D20 IO Drawer is: 2. Dr
[GreenLight SuperSale]
P650
Jump to P650 Software Wizard
Detailed Message Text
Jump to Wizard
Launch New 7311-D10 Wizard
Launch New 7014-T00 Wizard
Launch New Tape Wizard
Launch New Services Wizard
804
806
802

FIG. 8

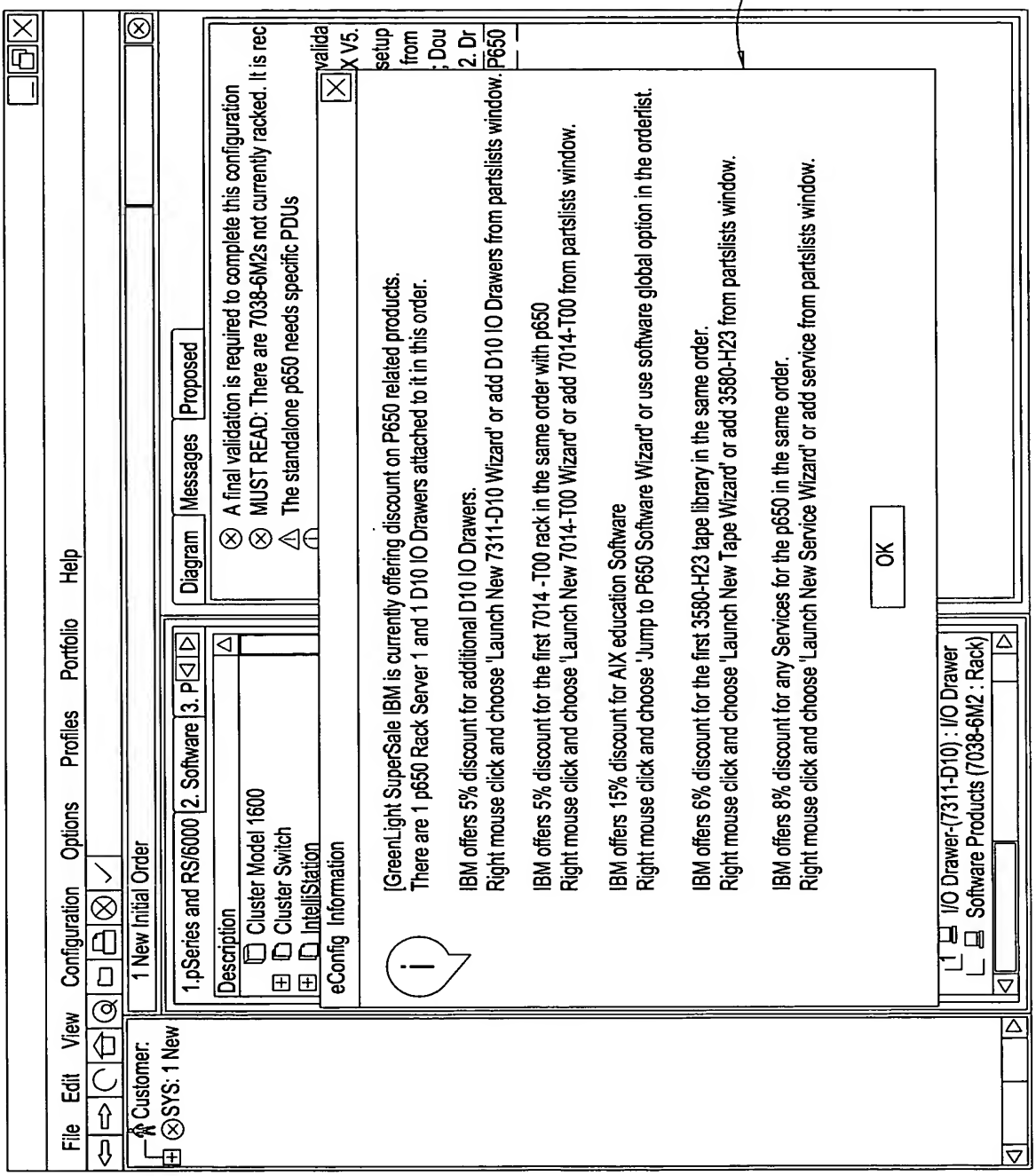

File Edit View Configuration Options Profiles Portfolio Help
Customer:
SYS: 1 New
1 New Initial Order
1.pSeries and RS/6000
2. Software
3. P
Description
Cluster Model 1600
Cluster Switch
IntelliStation
Diagram
Messages
Proposed
A final validation is required to complete this configuration
MUST READ: There are 7038-6M2s not currently racked. It is rec
The standalone p650 needs specific PDUs
eConfig Information
[GreenLight SuperSale IBM is currently offering discount on P650 related products.
There are 1 p650 Rack Server 1 and 1 D10 IO Drawers attached to it in this order.
IBM offers 5% discount for additional D10 IO Drawers.
Right mouse click and choose 'Launch New 7311-D10 Wizard' or add D10 IO Drawers from partslists window.
IBM offers 5% discount for the first 7014 -T00 rack in the same order with p650
Right mouse click and choose 'Launch New 7014-T00 Wizard' or add 7014-T00 from partslists window.
IBM offers 15% discount for AIX education Software
Right mouse click and choose 'Jump to P650 Software Wizard' or use software global option in the orderlist.
IBM offers 6% discount for the first 3580-H23 tape library in the same order.
Right mouse click and choose 'Launch New Tape Wizard' or add 3580-H23 from partslists window.
IBM offers 8% discount for any Services for the p650 in the same order.
Right mouse click and choose 'Launch New Service Wizard' or add service from partslists window.
OK
I/O Drawer-(7311-D10) : I/O Drawer
Software Products (7038-6M2 : Rack)
902

FIG. 9

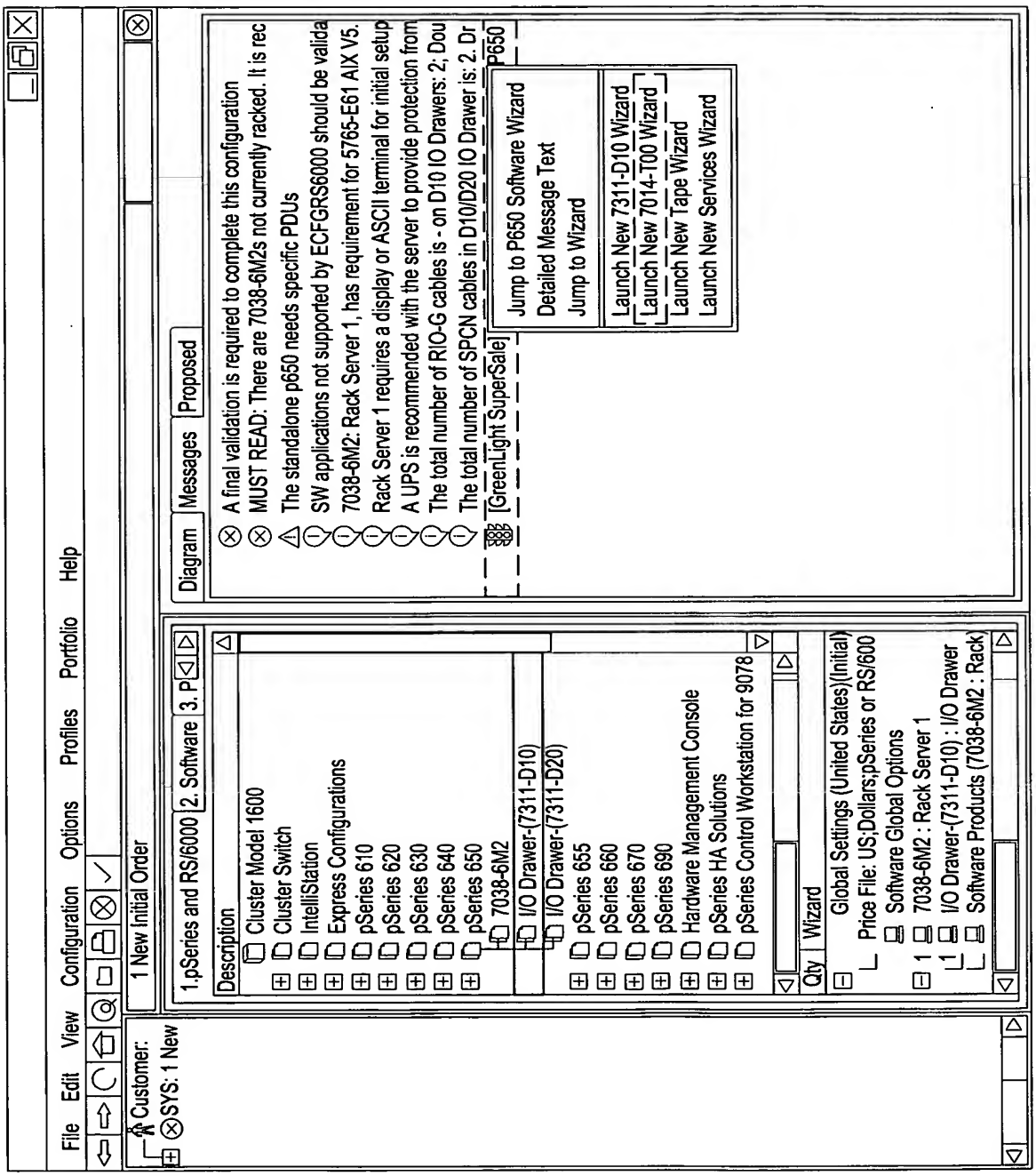

File Edit View Configuration Options Profiles Portfolio Help
Customer:
SYS: 1 New
1 New Initial Order
1.pSeries and RS/6000
2. Software
3. P
Description
Cluster Model 1600
Cluster Switch
IntelliStation
Express Configurations
pSeries 610
pSeries 620
pSeries 630
pSeries 640
pSeries 650
7038-6M2
I/O Drawer-(7311-D10)
I/O Drawer-(7311-D20)
pSeries 655
pSeries 660
pSeries 670
pSeries 690
Hardware Management Console
pSeries HA Solutions
pSeries Control Workstation for 9078
Qty
Wizard
Global Settings (United States)(Initial)
Price File: US;Dollars;pSeries or RS/600
Software Global Options
1 7038-6M2 : Rack Server 1
1 I/O Drawer-(7311-D10) : I/O Drawer
Software Products (7038-6M2 : Rack)
Diagram
Messages
Proposed
A final validation is required to complete this configuration
MUST READ: There are 7038-6M2s not currently racked. It is rec
The standalone p650 needs specific PDUs
SW applications not supported by ECFGRS6000 should be valida
7038-6M2: Rack Server 1, has requirement for 5765-E61 AIX V5.
Rack Server 1 requires a display or ASCII terminal for initial setup
A UPS is recommended with the server to provide protection from
The total number of RIO-G cables is - on D10 IO Drawers: 2; Dou
The total number of SPCN cables in D10/D20 IO Drawer is: 2. Dr
[GreenLight SuperSale]
P650
Jump to P650 Software Wizard
Detailed Message Text
Jump to Wizard
Launch New 7311-D10 Wizard
Launch New 7014-T00 Wizard
Launch New Tape Wizard
Launch New Services Wizard

FIG. 10

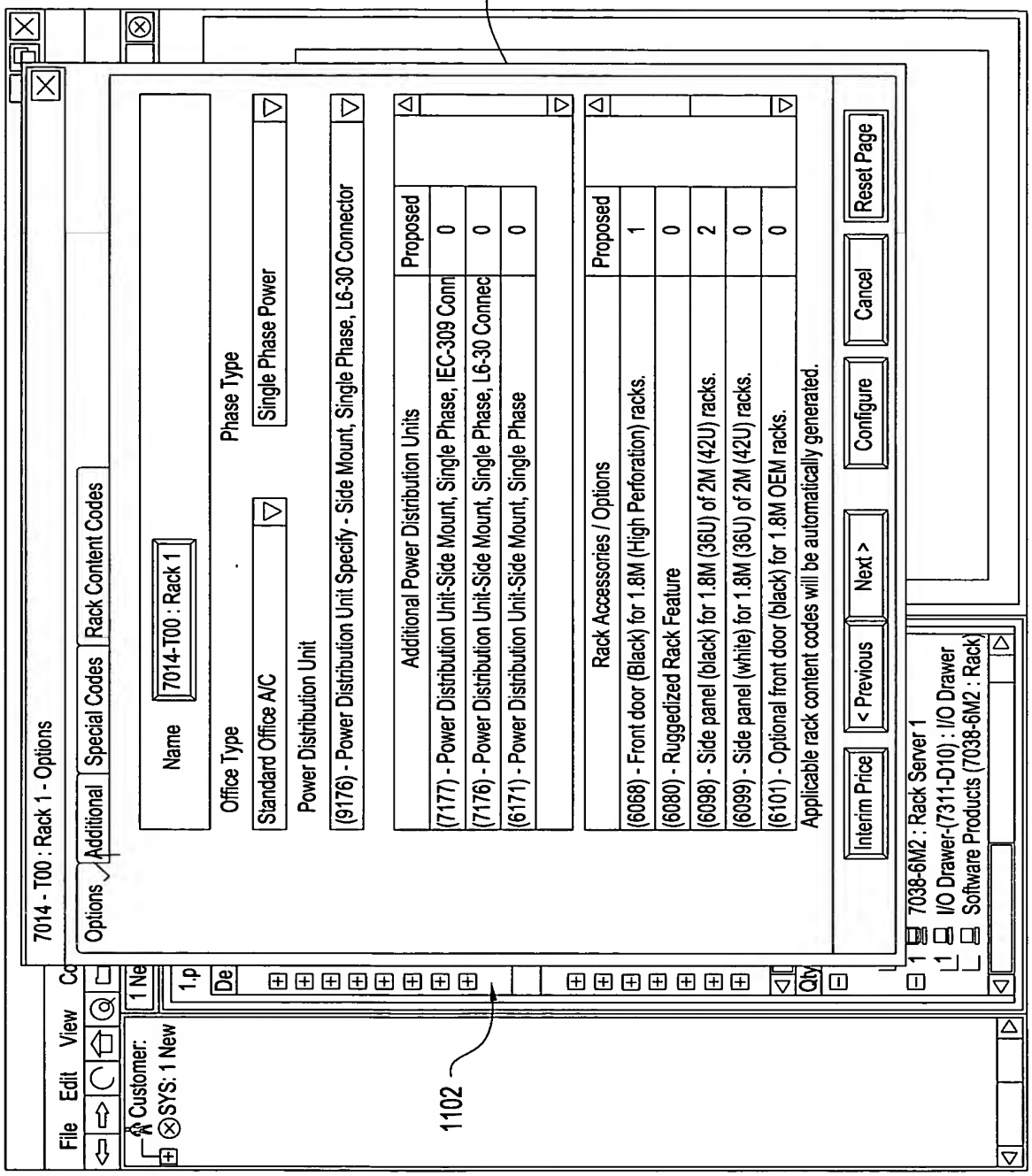

1142
1102
7014 - T00 : Rack 1 - Options
File Edit View
Customer:
SYS: 1 New
Options
Additional
Special Codes
Rack Content Codes
Name
7014-T00 : Rack 1
Office Type
Standard Office A/C
Phase Type
Single Phase Power
Power Distribution Unit
(9176) - Power Distribution Unit Specify - Side Mount, Single Phase, L6-30 Connector
Additional Power Distribution Units
Proposed
(7177) - Power Distribution Unit-Side Mount, Single Phase, IEC-309 Conn 0
(7176) - Power Distribution Unit-Side Mount, Single Phase, L6-30 Connec 0
(6171) - Power Distribution Unit-Side Mount, Single Phase 0
Rack Accessories / Options
Proposed
(6068) - Front door (Black) for 1.8M (High Perforation) racks. 1
(6080) - Ruggedized Rack Feature 0
(6098) - Side panel (black) for 1.8M (36U) of 2M (42U) racks. 2
(6099) - Side panel (white) for 1.8M (36U) of 2M (42U) racks. 0
(6101) - Optional front door (black) for 1.8M OEM racks. 0
Applicable rack content codes will be automatically generated.
Interim Price
< Previous
Next >
Configure
Cancel
Reset Page
7038-6M2 : Rack Server 1
I/O Drawer-(7311-D10) : I/O Drawer
Software Products (7038-6M2 : Rack)

FIG. 11

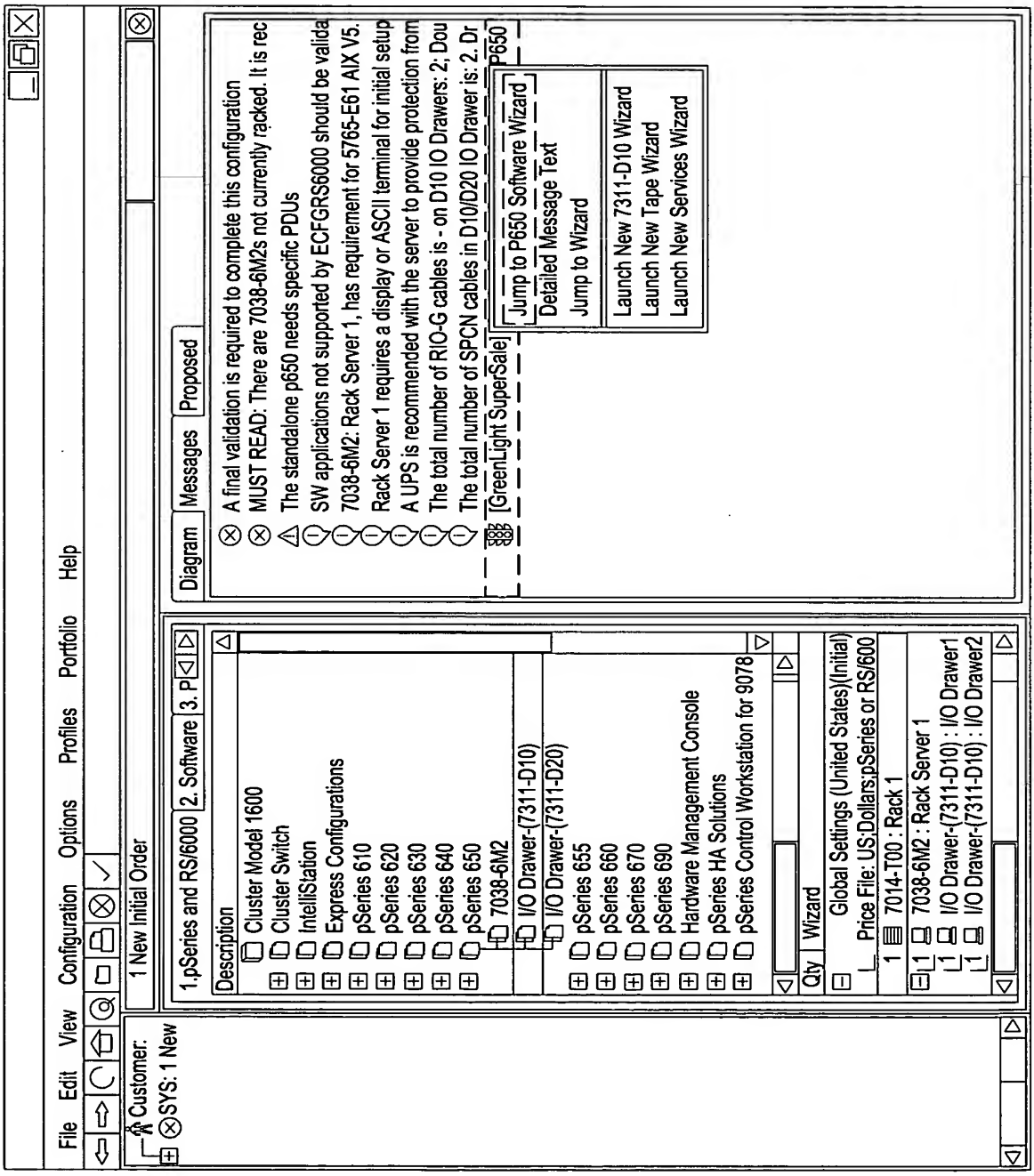
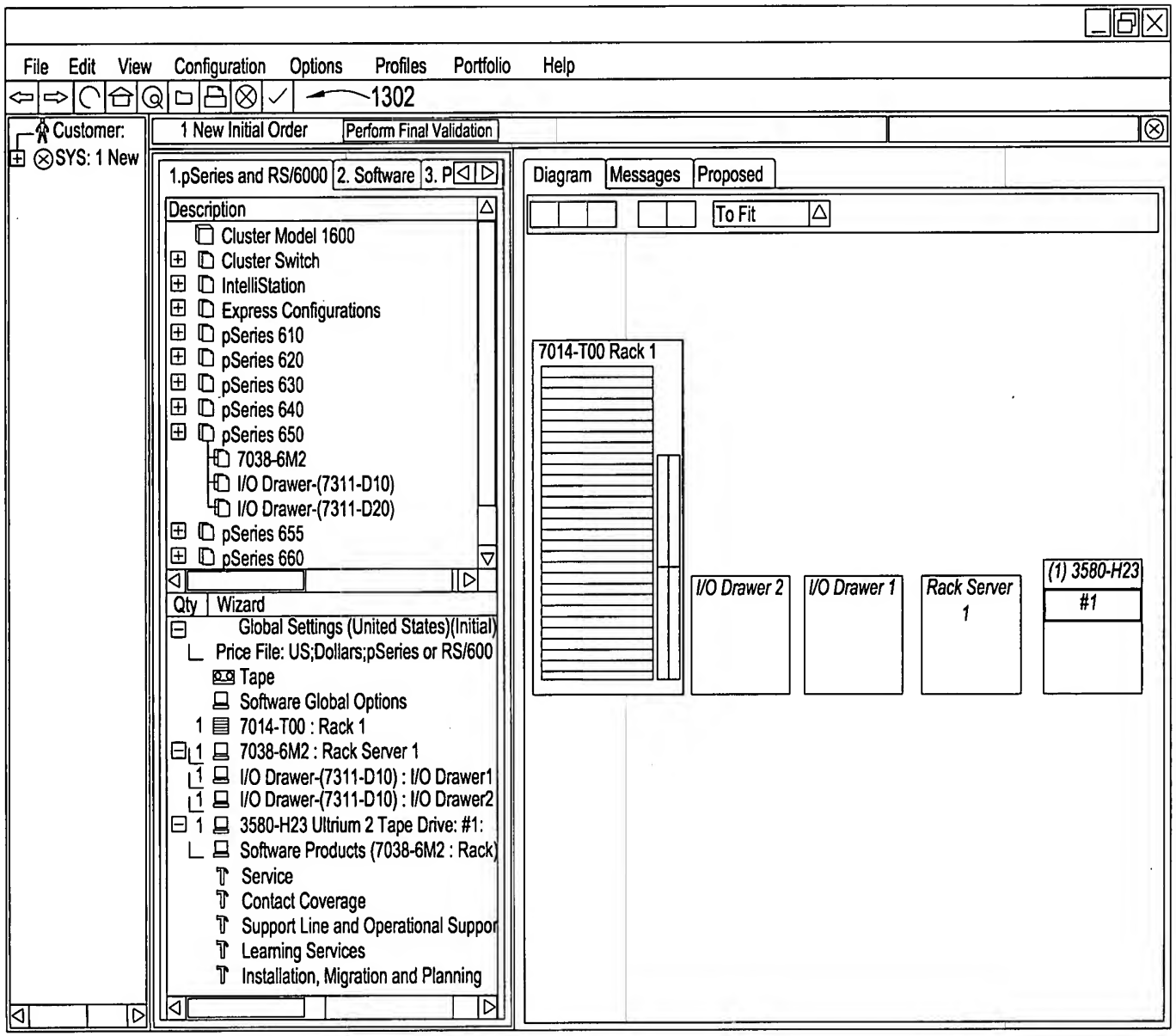

File Edit View Configuration Options Profiles Portfolio Help
Customer:
SYS: 1 New
1 New Initial Order
1.pSeries and RS/6000
2. Software
3. P
Description
Cluster Model 1600
Cluster Switch
IntelliStation
Express Configurations
pSeries 610
pSeries 620
pSeries 630
pSeries 640
pSeries 650
7038-6M2
I/O Drawer-(7311-D10)
I/O Drawer-(7311-D20)
pSeries 655
pSeries 660
pSeries 670
pSeries 690
Hardware Management Console
pSeries HA Solutions
pSeries Control Workstation for 9078
Qty
Wizard
Global Settings (United States)(Initial)
Price File: US;Dollars;pSeries or RS/600
1 7014-T00 : Rack 1
1 7038-6M2 : Rack Server 1
1 I/O Drawer-(7311-D10) : I/O Drawer1
1 I/O Drawer-(7311-D10) : I/O Drawer2
Diagram
Messages
Proposed
A final validation is required to complete this configuration
MUST READ: There are 7038-6M2s not currently racked. It is rec
The standalone p650 needs specific PDUs
SW applications not supported by ECFGRS6000 should be valida
7038-6M2: Rack Server 1, has requirement for 5765-E61 AIX V5.
Rack Server 1 requires a display or ASCII terminal for initial setup
A UPS is recommended with the server to provide protection from
The total number of RIO-G cables is - on D10 IO Drawers: 2; Dou
The total number of SPCN cables in D10/D20 IO Drawer is: 2. Dr
[GreenLight SuperSale]
P650
Jump to P650 Software Wizard
Detailed Message Text
Jump to Wizard
Launch New 7311-D10 Wizard
Launch New Tape Wizard
Launch New Services Wizard

FIG. 12


File Edit View Configuration Options Profiles Portfolio Help
1302
Customer:
SYS: 1 New
1 New Initial Order
Perform Final Validation
1.pSeries and RS/6000
2. Software
3. P
Description
Cluster Model 1600
Cluster Switch
IntelliStation
Express Configurations
pSeries 610
pSeries 620
pSeries 630
pSeries 640
pSeries 650
7038-6M2
I/O Drawer-(7311-D10)
I/O Drawer-(7311-D20)
pSeries 655
pSeries 660
Qty
Wizard
Global Settings (United States)(Initial)
Price File: US;Dollars;pSeries or RS/600
Tape
Software Global Options
1 7014-T00 : Rack 1
1 7038-6M2 : Rack Server 1
1 I/O Drawer-(7311-D10) : I/O Drawer1
1 I/O Drawer-(7311-D10) : I/O Drawer2
1 3580-H23 Ultrium 2 Tape Drive: #1:
Software Products (7038-6M2 : Rack)
Service
Contact Coverage
Support Line and Operational Suppor
Learning Services
Installation, Migration and Planning
Diagram
Messages
Proposed
To Fit
7014-T00 Rack 1
I/O Drawer 2
I/O Drawer 1
Rack Server 1
(1) 3580-H23
#1

1300

FIG. 13

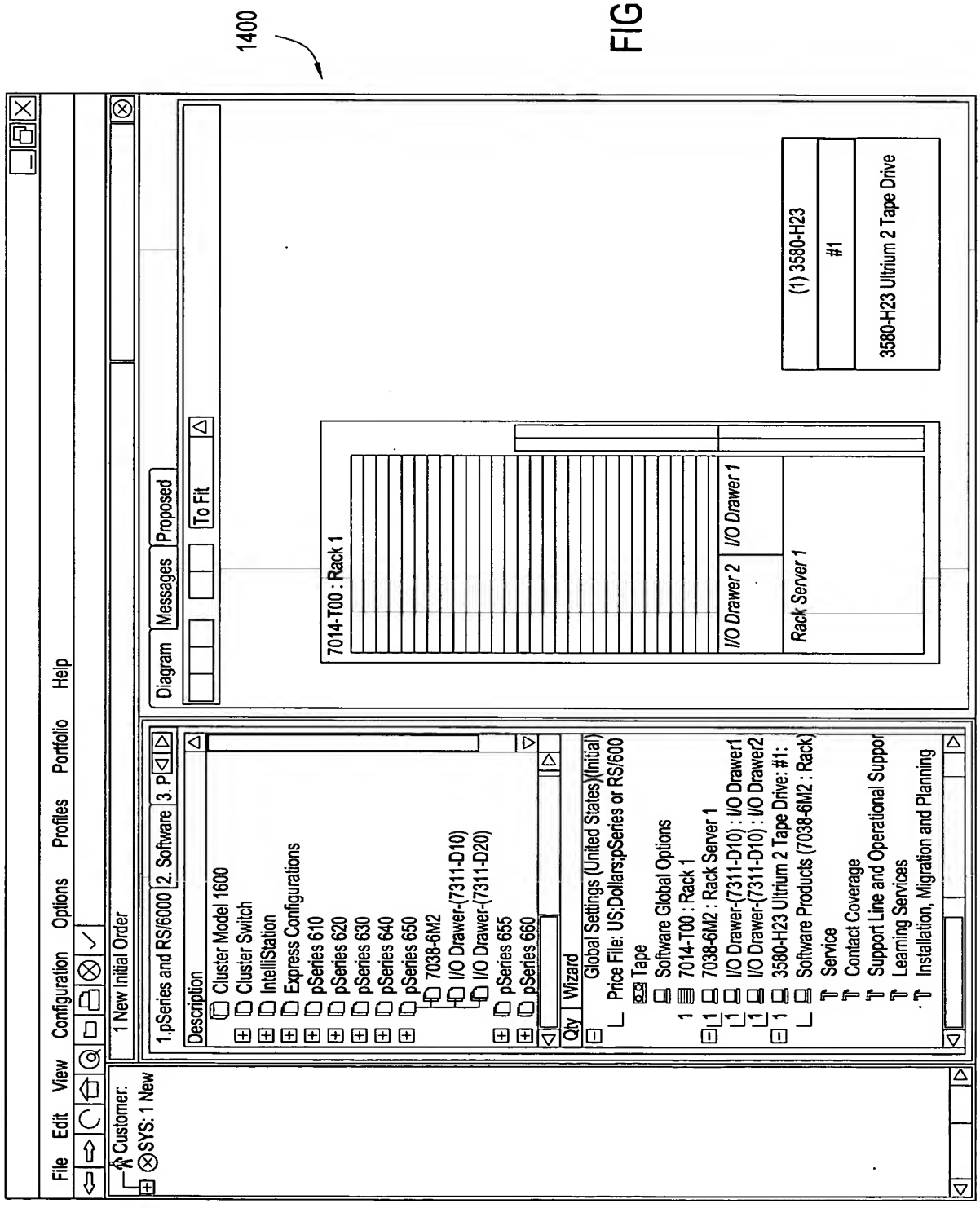

1400
File Edit View Configuration Options Profiles Portfolio Help
Customer:
SYS: 1 New
1 New Initial Order
1.pSeries and RS/6000
2. Software
3. P
Description
Cluster Model 1600
Cluster Switch
IntelliStation
Express Configurations
pSeries 610
pSeries 620
pSeries 630
pSeries 640
pSeries 650
7038-6M2
I/O Drawer-(7311-D10)
I/O Drawer-(7311-D20)
pSeries 655
pSeries 660
Qty
Wizard
Global Settings (United States)(Initial)
Price File: US;Dollars;pSeries or RS/600
Tape
Software Global Options
7014-T00 : Rack 1
7038-6M2 : Rack Server 1
I/O Drawer-(7311-D10) : I/O Drawer1
I/O Drawer-(7311-D10) : I/O Drawer2
3580-H23 Ultrium 2 Tape Drive: #1:
Software Products (7038-6M2 : Rack)
Service
Contact Coverage
Support Line and Operational Suppor
Learning Services
Installation, Migration and Planning
Diagram
Messages
Proposed
To Fit
7014-T00 : Rack 1
I/O Drawer 2
I/O Drawer 1
Rack Server 1
(1) 3580-H23
#1
3580-H23 Ultrium 2 Tape Drive

FIG. 14

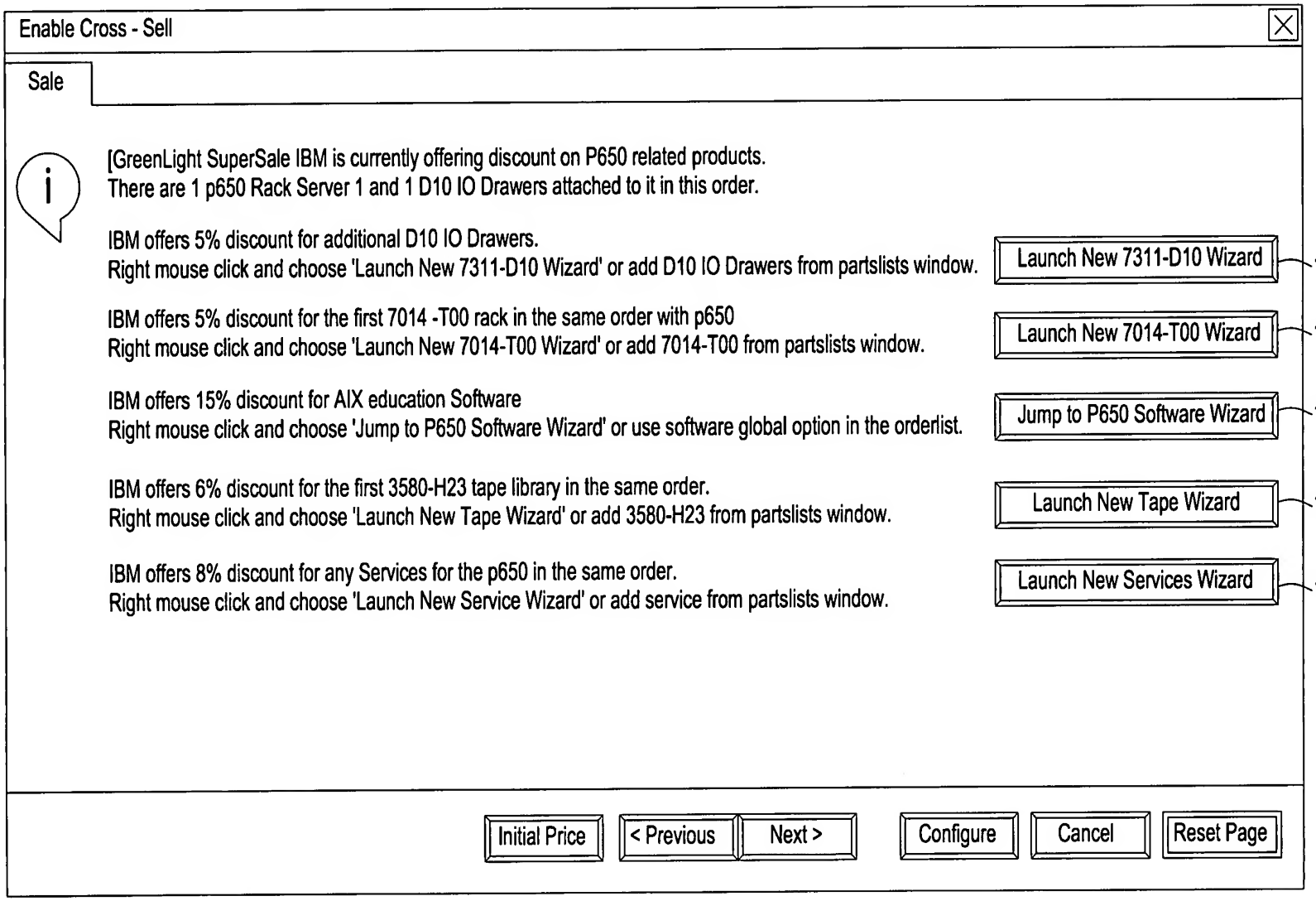
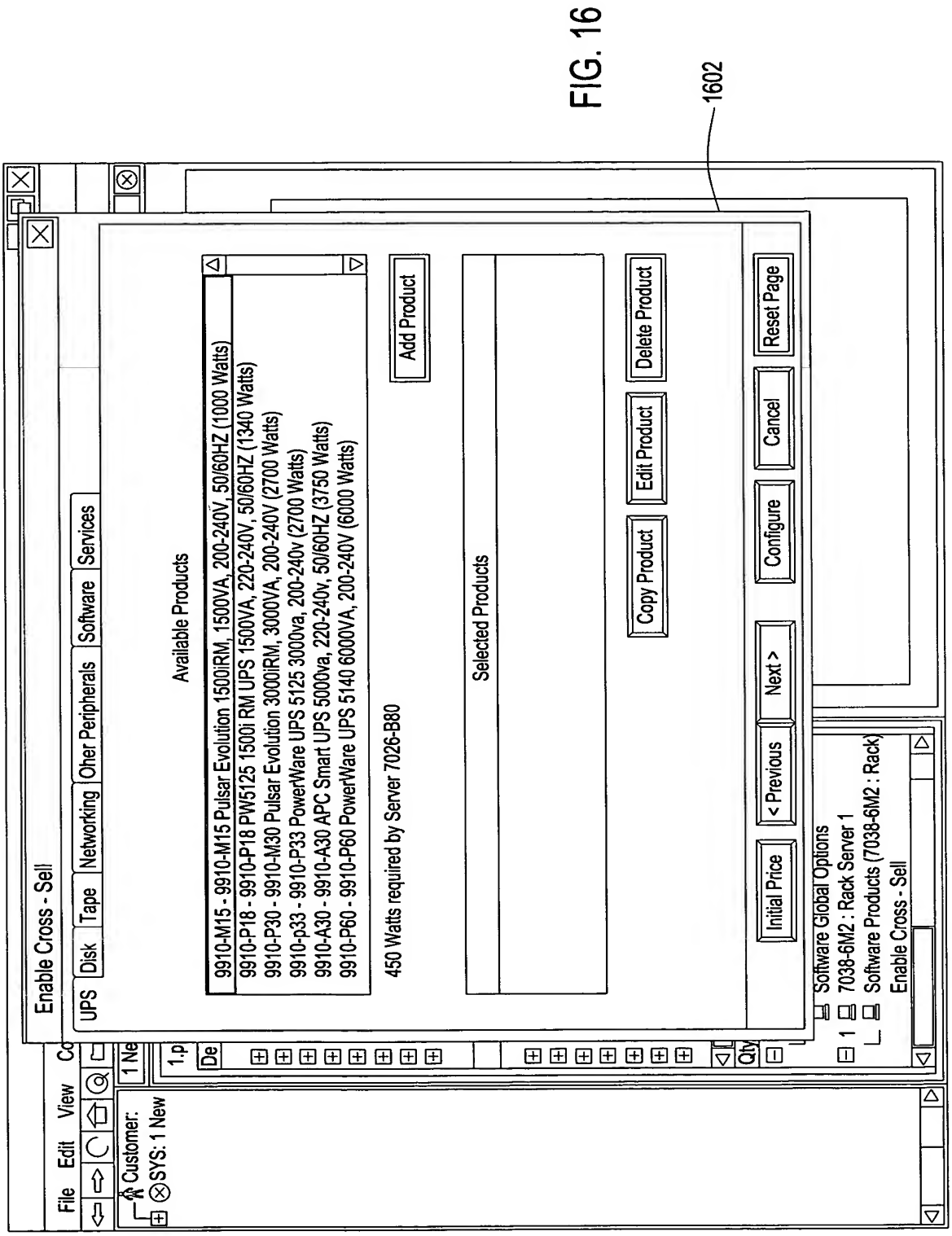

Enable Cross - Sell
Sale
[GreenLight SuperSale IBM is currently offering discount on P650 related products.
There are 1 p650 Rack Server 1 and 1 D10 IO Drawers attached to it in this order.
IBM offers 5% discount for additional D10 IO Drawers.
Right mouse click and choose 'Launch New 7311-D10 Wizard' or add D10 IO Drawers from partslists window.
Launch New 7311-D10 Wizard
1502
IBM offers 5% discount for the first 7014 -T00 rack in the same order with p650
Right mouse click and choose 'Launch New 7014-T00 Wizard' or add 7014-T00 from partslists window.
Launch New 7014-T00 Wizard
1504
IBM offers 15% discount for AIX education Software
Right mouse click and choose 'Jump to P650 Software Wizard' or use software global option in the orderlist.
Jump to P650 Software Wizard
1506
IBM offers 6% discount for the first 3580-H23 tape library in the same order.
Right mouse click and choose 'Launch New Tape Wizard' or add 3580-H23 from partslists window.
Launch New Tape Wizard
1508
IBM offers 8% discount for any Services for the p650 in the same order.
Right mouse click and choose 'Launch New Service Wizard' or add service from partslists window.
Launch New Services Wizard
1510
Initial Price
< Previous
Next >
Configure
Cancel
Reset Page

FIG. 15

FIG. 16


1602
Enable Cross - Sell
File Edit View
Customer:
SYS: 1 New
UPS
Disk
Tape
Networking
Other Peripherals
Software
Services
Available Products
9910-M15 - 9910-M15 Pulsar Evolution 1500iRM, 1500VA, 200-240V, 50/60HZ (1000 Watts)
9910-P18 - 9910-P18 PW5125 1500i RM UPS 1500VA, 220-240V, 50/60HZ (1340 Watts)
9910-P30 - 9910-M30 Pulsar Evolution 3000iRM, 3000VA, 200-240V (2700 Watts)
9910-p33 - 9910-P33 PowerWare UPS 5125 3000va, 200-240v (2700 Watts)
9910-A30 - 9910-A30 APC Smart UPS 5000va, 220-240v, 50/60HZ (3750 Watts)
9910-P60 - 9910-P60 PowerWare UPS 5140 6000VA, 200-240V (6000 Watts)
450 Watts required by Server 7026-B80
Add Product
Selected Products
Copy Product
Edit Product
Delete Product
Initial Price
< Previous
Next >
Configure
Cancel
Reset Page
Software Global Options
7038-6M2 : Rack Server 1
Software Products (7038-6M2 : Rack)
Enable Cross - Sell

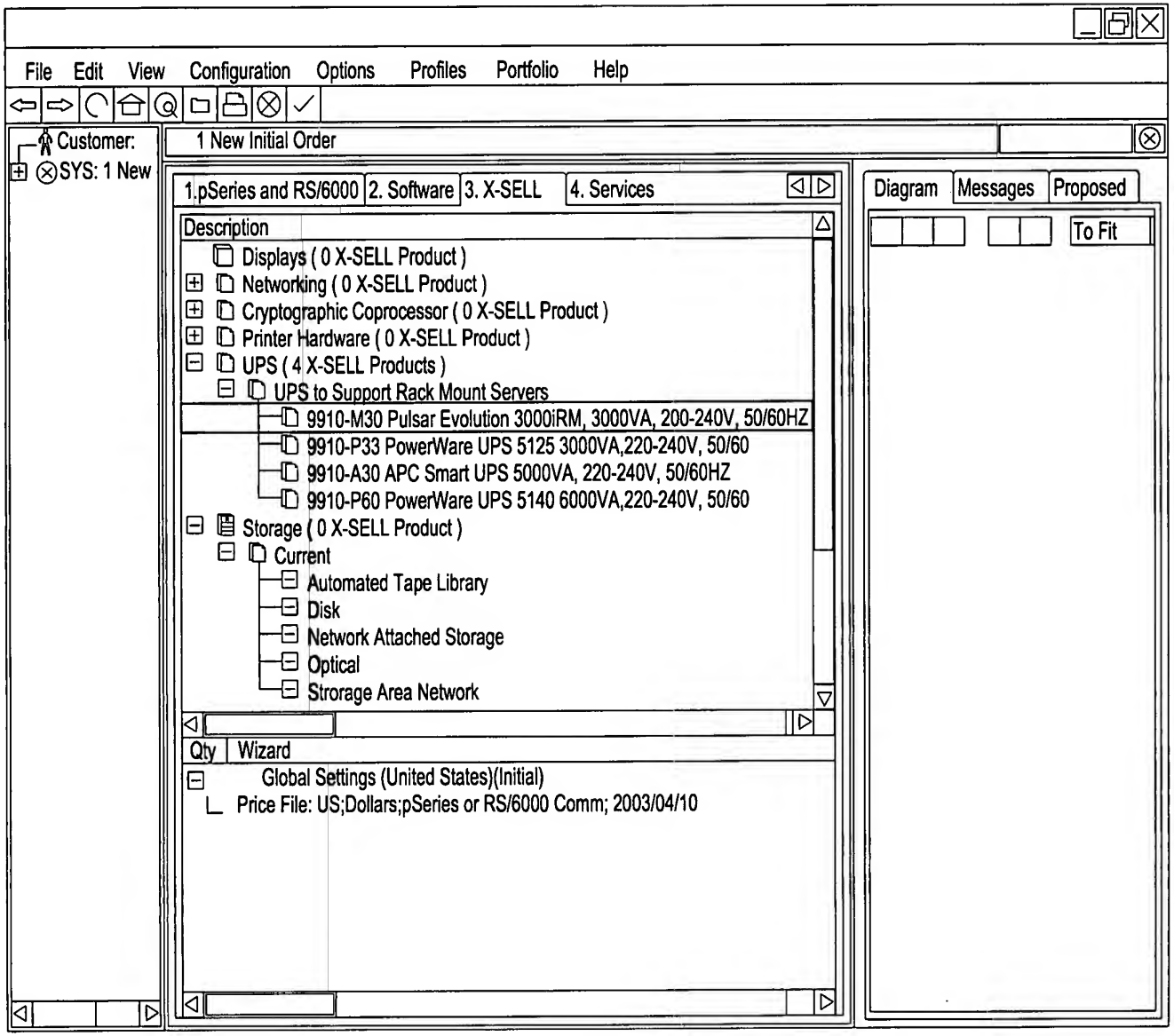

File Edit View Configuration Options Profiles Portfolio Help
Customer:
SYS: 1 New
1 New Initial Order
1.pSeries and RS/6000
2. Software
3. X-SELL
4. Services
Diagram
Messages
Proposed
To Fit
Description
Displays (0 X-SELL Product)
Networking (0 X-SELL Product)
Cryptographic Coprocessor (0 X-SELL Product)
Printer Hardware (0 X-SELL Product)
UPS (4 X-SELL Products)
UPS to Support Rack Mount Servers
9910-M30 Pulsar Evolution 3000iRM, 3000VA, 200-240V, 50/60HZ
9910-P33 PowerWare UPS 5125 3000VA,220-240V, 50/60
9910-A30 APC Smart UPS 5000VA, 220-240V, 50/60HZ
9910-P60 PowerWare UPS 5140 6000VA,220-240V, 50/60
Storage (0 X-SELL Product)
Current
Automated Tape Library
Disk
Network Attached Storage
Optical
Strorage Area Network
Qty
Wizard
Global Settings (United States)(Initial)
Price File: US;Dollars;pSeries or RS/6000 Comm; 2003/04/10

FIG. 17